

FIG. 1

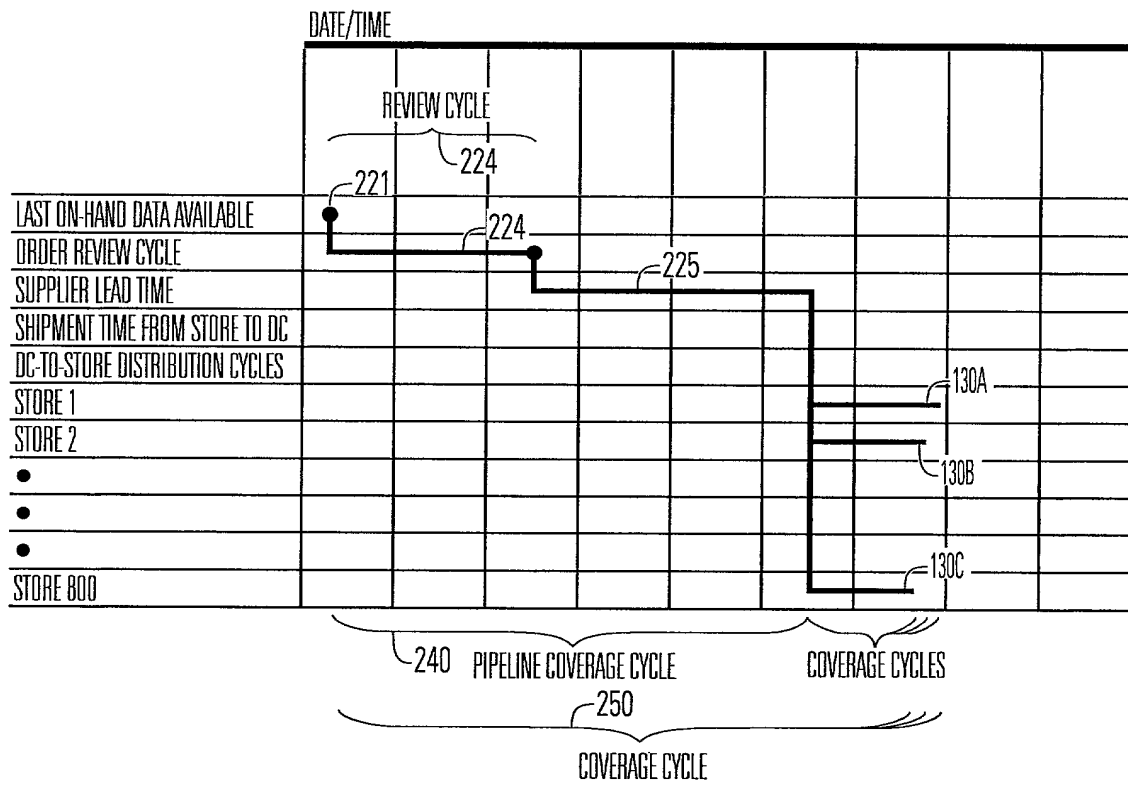


FIG. 2

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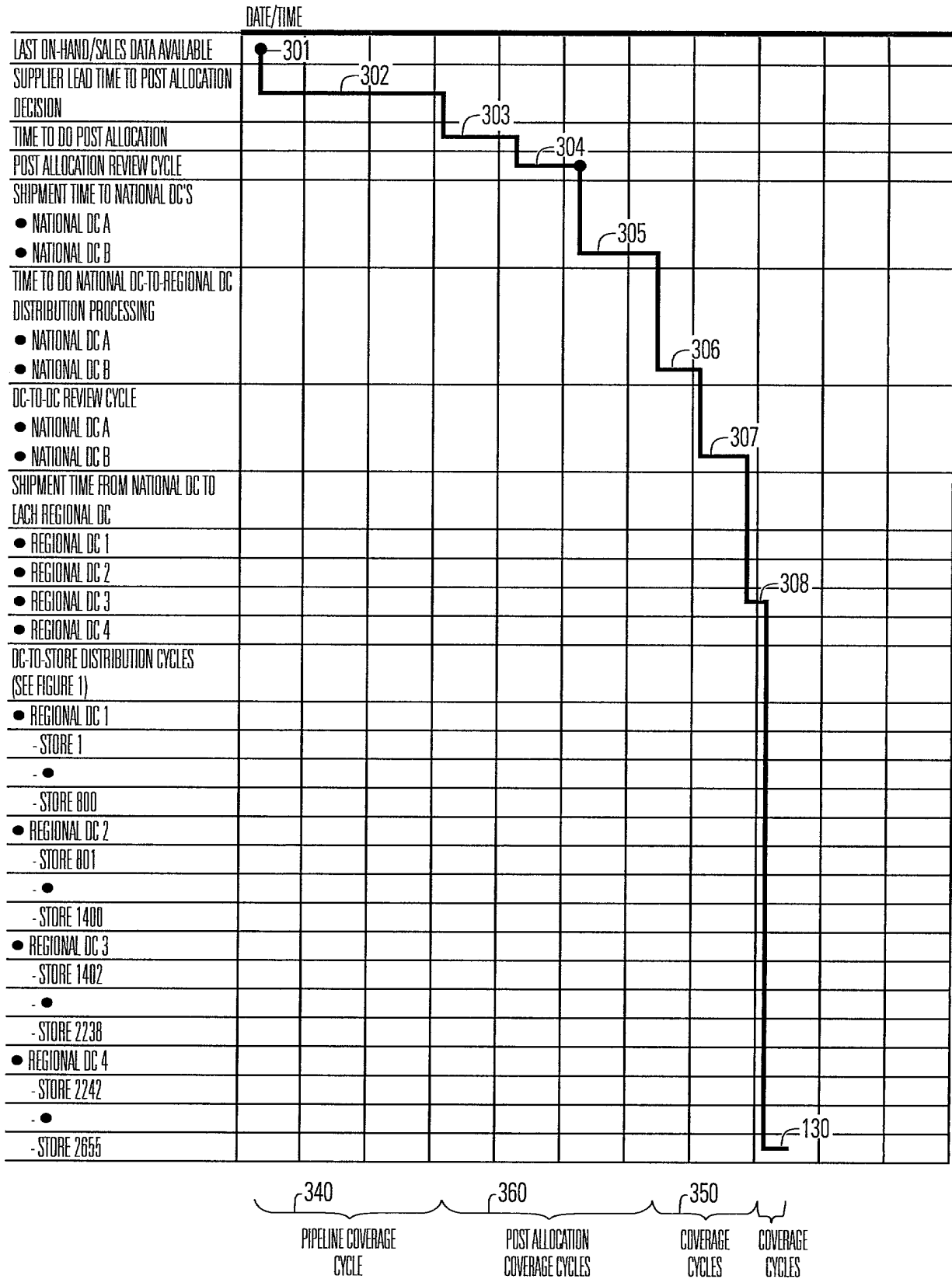
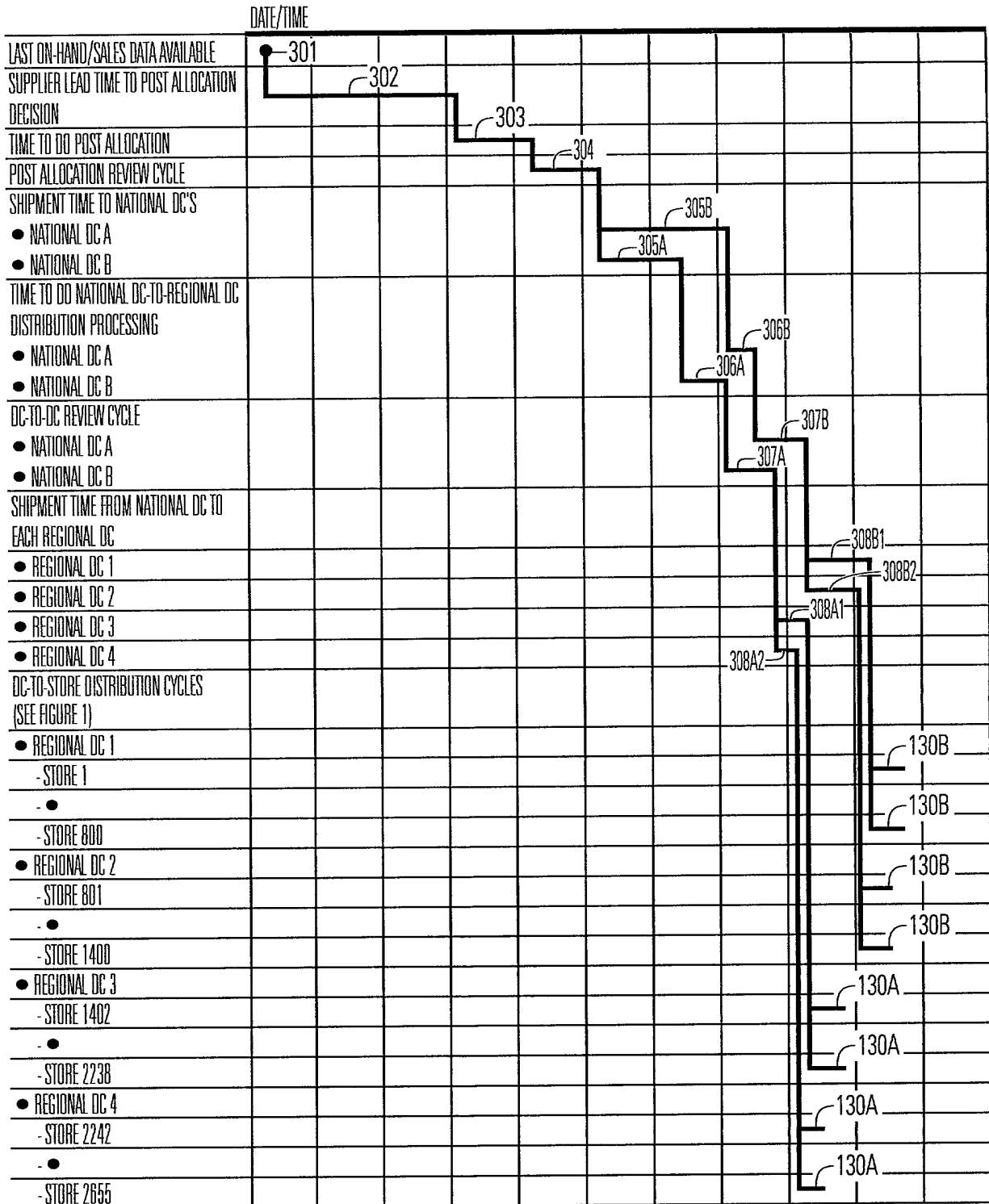


FIG. 3

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PIPELINE  
COVERAGE  
CYCLE

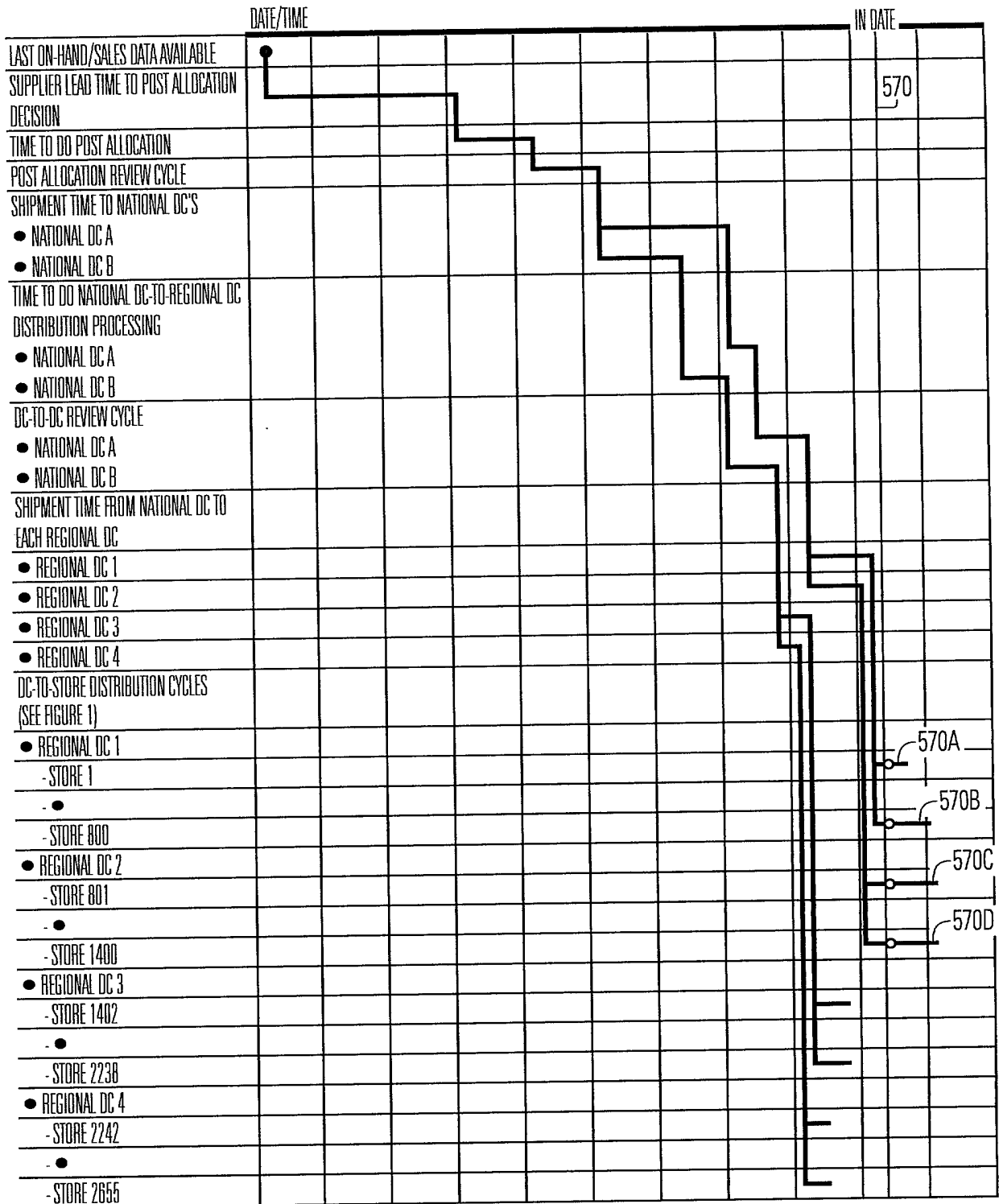
POST ALLOCATION  
COVERAGE CYCLES

NATIONAL  
DISTRIBUTION  
COVERAGE  
CYCLES

DC-TO-STORE  
COVERAGE CYCLES

FIG. 4

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ORDER PIPELINE  
COVERAGE  
CYCLE

POST ALLOCATION  
COVERAGE CYCLES

NATIONAL DC  
DISTRIBUTION  
COVERAGE  
CYCLES

DC-TO-STORE COVERAGE CYCLES

FIG. 5

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**Bluefire Menu - [Product Location In/Out]**

File Basic Fashion Markdown Presentation/Promo Planning System/Data Reports Window

All Products

Search: \_\_\_\_\_

ID	Name
<input type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz.
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz.
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz.
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING(*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM ND FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz. (*H)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H*)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz.

All Locations

Search: \_\_\_\_\_

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE
<input type="checkbox"/> 0012	MALL OF NEW HAMPSHIRE

☒ In Date

☒ Out Date

☒ Last PO Receive Date  Level:

**Add  
Change  
Delete  
List  
Close**

SC111B

FIG. 6

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**Bluefire Menu - [Product Location In/Out]**

File Basic Fashion Markdown Presentation/Promo Planning System/Data Reports Window

All Products

Search: \_\_\_\_\_

ID	Name
02	MASK FACE PASSION FLWR 3.5oz.
08	COND ICE BLUE 8.4oz.
09	COND ICE BLUE 16.9oz.
10	HAIR SPRAY DETANGLING ("H")
14	HAIR BALM STRAIGHTEN
16	HAIR CRM NO FRIZZ STYLING 3.4
17	HAIR FRSNR FRESHEN UP 3.4oz. ("H)
18	HAIR WAX GLOSS OVER GLOSSING
19	ORCHID & CALENDULA FRESHNR 4.2
20	HAIR SERUM SMOOTH OVER 1.7 ("H")
21	HAIR GEL HOLD TIGHT 3.4oz.

View Product Tree

All Locations

Search: \_\_\_\_\_

ID	Name
0001	BROADWAY 1
0002	PARAMUS
0003	TYSON'S CORNER
0004	MONTGOMERY MALL
0005	LEXINGTON
0006	NEW MADISON AVENUE
0007	BROADWAY 2
0008	ROCKAWAY
0009	GEORGETOWN
0010	EMERALD SQUARE
0011	WOODBIDGE

View Location Tree

☐ By Location:

Level:  Activity Type:

Coverage Cycle:  Review Cycle:

Lead Time:  Data Lag:

☒ By Product and Location:

Save

List

Close

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FIG. 7

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FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE																				
COVERAGE CYCLE		=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES		=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND		=	5 UNITS																	
STORE STARTING INTRANSIT		=	0 UNITS																	
		DAY																		
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)		5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)													XX							
FORECAST SALES (100% INSTOCK)			1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)			1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16

FIG. 8



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FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																				
COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
STOCKOUT TO BACKORDER CONVERSION	=	33 PERCENT																		
	DAY																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		TOTAL
ON HAND (END OF DAY)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	++	++	++	++	++	++	++		
INTRANSIT (END OF DAY)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX								
FORECAST SALES (100% INSTOCK)		1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	2.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0		25.0
FORECAST SALES (STOCKOUT CORRECTED)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0		16.0
FORECAST SALES (WITH BACKORDER CONVERSION)		1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	0.7	3.0	3.0	1.0	1.0	1.0	1.0	1.0		19.0
FORECAST SALES (WITH BACKORDER CONVERSION AND BACKORDER DELIVERY LOG)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0		19.0

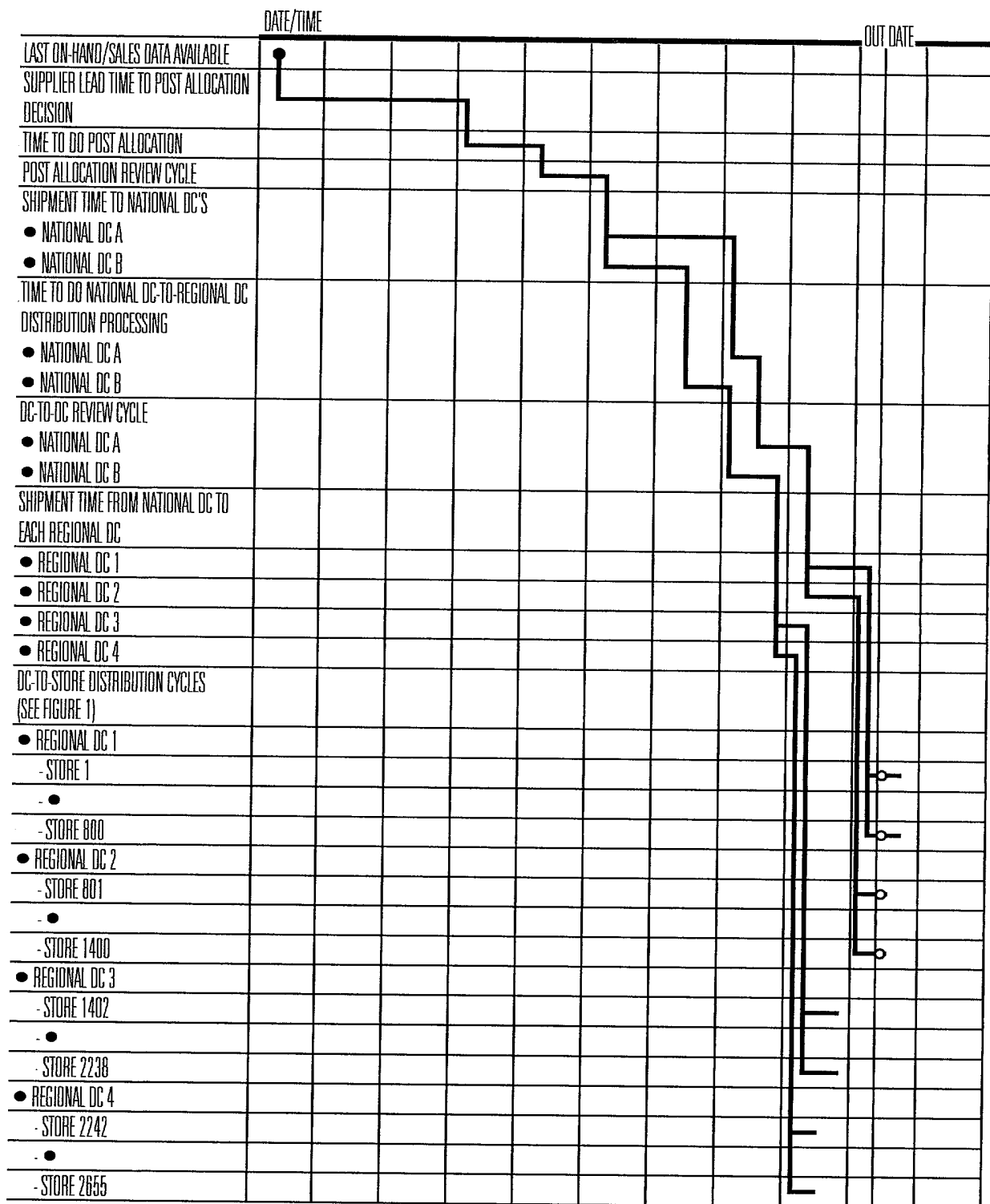
FIG. 9

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ON HAND OVERSTOCK CORRECTION EXAMPLE - TWO STORES																				
COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
	DAY																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL	
STORE 1																				
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++		
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX								
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1		25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1		16
STORE 2																				
ON HAND (END OF DAY)	45	44	43	42	41	40	39	37	35	33	31	28	25	24	23	22	21	20		
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX								
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1		25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1		25
TOTAL																				
ON HAND (END OF DAY)	50																			

FIG. 10

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ORDER PIPELINE  
COVERAGE  
CYCLE

POST ALLOCATION  
COVERAGE CYCLES

NATIONAL DC  
DISTRIBUTION  
COVERAGE  
CYCLES

DC-TO-STORE COVERAGE CYCLES

FIG. 11